

Fleet Survey Questions

Background

- What type of equipment does your fleet have?
- What is the age of the equipment?
- What is the total horsepower of your fleet?

Purchasing practices

- What are the typical purchasing practices?
- Do you normally buy or lease your equipment? Does this vary by equipment type?
- Does the fleet mainly purchase new or used equipment? Does this vary by equipment type?
- What triggers the fleet to sell the existing equipment?

California residency

- What records do fleets have to prove that the equipment has resided in their CA fleet for 3 years? Examples: bill of sale (if CA only fleet), usage documentation such as fuel records, proof of insurance, tax forms.
- What does the fleet have that could be considered functionally equivalent to DMV registration?

Ownership

- What documentation does the fleet have to prove equipment ownership for the last 3 years? Possibly the same documentation for proof of CA residency?

Historical usage

- What kind of documentation can fleets provide to verify 3 years of historical usage on the equipment? Possible examples: logbooks of hour meter readings, fuel records specific for the equipment, maintenance records with either hour meter readings or maintenance tied to some usage interval, employee timesheets tied to operation of specific equipment.

Existing vehicle operational

- Do fleets do any routine inspections of the equipment that can be documented? (Example: inspection form that is kept for a period of time)
- Would the information provided on inspection checklists tell us if the equipment was not operational?
- If ARB were to create its own inspection sheet, what equipment components should we focus on to ensure that the equipment truly is functional?

Replacement vehicle requirements

- When a fleet purchase new or used equipment, is a warranty available on the equipment?
- What are the standard terms of the warranty?
- Are warranties only available through dealers or are there warranties that can be purchased separately if purchase for a private party?

Financing & value of equipment

- How is equipment normally purchased? Does it differ for new vs. used equipment?
- Do fleets take out loans?
- Can a fleet only finance a portion of the equipment?
- Is there something like a Kelly Blue Book for equipment?

Salvage

- What typically happens to your old equipment?
- If a fleet had to scrap equipment (make it unusable and not just sell it out of state), how would you propose making this happen?
- Are there salvage yards for off-road equipment?

Equipment Usage

- When a piece of equipment is replaced, does the new equipment A) typically perform the same historical working hours as the old piece of equipment or B) perform additional hours of work offsetting the work performed by other similar equipment in the fleet?
- If B is true, is this true for all equipment or are there equipment types and/or size of equipment categories where this scenario is more likely to occur?
- If B is true, how does a fleet estimate future equipment usage?

Are you willing to provide more detailed info if given more time?